

OZ Systems' Response
To The Iowa Department of Public Health
Request For Proposal
No. BD80400S280
For A
Web Based Data Collection System For
Early Hearing
Detection & Intervention (EHDI)

Cost Proposal

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C. Letter binding vendor to proposed costs

October 31, 2003

Ms. Ashley Super
Purchasing Agent III
Iowa Department of General Services
Purchasing Division
Hoover State Office Building – Level A
Des Moines, Iowa 50319-0105

Dear Ms. Super:

Optimization Zorn Corporation (DBA OZ Systems) agrees to be bound by the Cost Proposal contained in this document relating to Request For Proposals (RFP) No. BD80400S280, for a Web-Based Data Collection System for Early Hearing Detection & Intervention (EHDI).

The costs quoted in this response will be binding and unchangeable for a period of not less than 180 days from the date of award of any contract that may result from this RFP.

Please do not hesitate to contact me if you have any questions or if there are any items in this proposal that need clarification.

Sincerely,

Terese Finitzo
Vice President
OZ Systems

D. Letter Certification of Independent Price Determination

October 31, 2003

Ms. Ashley Super
Purchasing Agent III
Iowa Department of General Services
Purchasing Division
Hoover State Office Building – Level A
Des Moines, Iowa 50319-0105

Dear Ms. Super:

Optimization Zorn Corporation (DBA OZ Systems) certifies that this proposal (relating to Request For Proposals (RFP) No. BD80400S280, for a Web-Based Data Collection System for Early Hearing Detection & Intervention (EHDI) was developed independently and that no relationship exists or will exist during the contract period between OZ Systems and the State of Iowa that interferes with fair competition or is a conflict of interest.

Please do not hesitate to contact me if you have any questions or if there are any items in this proposal that need clarification.

Sincerely,

Terese Finitzo
Vice President
OZ Systems

E. Cost Proposal

Request for Proposals BD80400S280 COST PROPOSAL FORMAT

Annual Deliverables	U.S. Dollars FOB Destination Only
eSP Application: Includes licenses for the eSP Security Platform and eSP Early Hearing Detection and Intervention (EHDI) Module for up to 300 users. Includes all system upgrades, routine maintenance for 6 years.	\$30,000. /year
System Technical Support via Telephone and Teleconference for IDPH clinical and administrative staff (10)	\$ 3,000. /year
Online Help Desk Support for all system users (up to 300) (Includes email)	\$ 21,000/year
Program Implementation and Management Support (Maria Cantu and Brenee Hill to IDPH staff), includes routinely scheduled telephone conferences; troubleshooting, implementation assistance.	\$ 6,000. /year
One- Time Deliverables	
System Configuration and Set-up: System Set-Up and Iowa-Specific Configurations including Technical Support to Iowa IT during Set-up	\$10,000.00
Train-the-Trainer: Training for 10 IDPH personnel. Includes 2-day on-site classroom and web training session, all supporting materials provided on CD Rom, plus one half-day follow-up web-conferencing training session. Includes use of OZ Systems Training Website as indicated in Technical Proposal	\$ 5,500.00
TOTAL Year 1:	\$75,500.
TOTAL Subsequent Years: (Plus 5% annual cost of living adjustment)	\$60,000. or as selected
Optional Services:	
eSP Customization using Senior Programmer	\$200/hour
eSP Customization Junior Developer	\$125/hour
Optional additional on-site implementation assistance covers expenses for airfare, car, hotel and meals for 2 nights for Cantu or Hill (two week advance)	\$950/trip
Unlimited access to training site after initial six months, includes site support and maintenance	\$175/month
OZ Systems secure, redundant web hosting within our data center	\$3150/year

The following two pages contain Excel spreadsheets of the estimated costs associated with purchasing hardware for the system network by the state of Iowa. The technical proposal requested that configurations be provided along with associated costs. The costs are included here as the technical proposal is not to contain cost information. Please note that these costs are not OZ Systems costs to the EHDI RFP but simply reflect the costs OZ Systems would pay to establish these networks from the beginning. It is anticipated that Iowa has network components that meet the specifications. Moreover, OZ Systems does not have knowledge of state IT pricing with its vendors.

The only cost in this proposal associated with hardware is the optional annual \$3150, which the company would charge to Iowa for data hosting and maintenance. The proposal requested that this cost be proposed as an option to the state.

Attach signed W9 Form

Recommended Network Infrastructure/Hardware Requirements

Prices are those which OZ Systems can obtain and only estimates for lowa costs which are predicted to be lower. The state may have servers that meet the specifications shown here. **OZ Systems is not proposing these prices as part of the EHDI bid. They are included here because the Technical Proposal requested costs for the infrastructure and no prices are allowed in that proposal.**

SOLUTION COST SUMMARY		TOTAL COST
2 x Dell PowerEdge 2650 Servers (SQL 2000)		\$21,908.00
Each: Dual 2.4GHZ Xeon Processors - 2GB RAM - 4 Ultra SCSI 73GB Drives - RAID 10		
Each: Windows 2000 Advanced Server(25 CAL) - SQL 2000 Enterprise Edition(10 CAL)		
2 x Dell PowerEdge 1750 IIS Servers		\$9,832.00
Each: Dual 2.4GHZ Xeon Processors - 1GB RAM - 3 Ultra SCSI 36GB Drives - RAID 5		
Each: Windows 2000 Advanced Server(25 CAL)		
1 x Dell Precision 360		\$1,600.00
DC Server 2.26GHZ Processors - 512K RAM - 40GB ATA Drive		
Windows 2000 Server(25 CAL)		
2 x Cisco Pix 506e Firewall		\$1,916.00
2 FE Ports		
1 x NETGEAR FS516 Fast Ethernet Switch		\$150.00
16-port, 10/100Mbps unmanaged Fast Ethernet switch		
2 x Crystal Reports V9 Professional		\$920.00
1 x 128 Bit Encryption Server Certificate		\$500.00
Final Total		\$36,826.00
Redundancy Options		
2 x Cisco Pix 506e Firewall (Cold Spares)		\$1,916.00
1 x Dell PowerEdge 1750 IIS Server		\$4,916.00
Total		\$6,832.00

Minimal Network Infrastructure/Hardware Recommendations

Prices are those which OZ Systems can obtain and only estimates for lowa costs which are predicted to be lower. Furthermore, the state may have servers that meet the specifications shown here. **OZ Systems is not proposing these prices as part of the EHDl bid. They are here because the Technical Proposal requested costs for the infrastructure and no prices are allowed in that proposal.**

Date: October 2003

<u>SOLUTION COST SUMMARY</u>		<u>TOTAL COST</u>
Dell PowerEdge 2650 Servers (SQL 2000)		\$10,950.00
Each: Dual 2.4GHZ Xeon Processors - 2GB RAM - 4 Ultra SCSI 73GB Drives - RAID 10		
Each: Windows 2000 Advanced Server(25 CAL) - SQL 2000 Enterprise Edition(10 CAL)		
Dell PowerEdge 1750 IIS Servers		\$4,916.00
Each: Dual 2.4GHZ Xeon Processors - 1GB RAM - 3 Ultra SCSI 36GB Drives - RAID 5		
Each: Windows 2000 Advanced Server(25 CAL)		
Dell Precision 360		\$1,600.00
DC Server 2.26GHZ Processors - 512K RAM - 40GB ATA Drive		
Windows 2000 Server(25 CAL)		
Cisco Pix 506e Firewall		\$958.00
2 FE Ports		
NETGEAR FS516 Fast Ethernet Switch		\$150.00
16-port, 10/100Mbps unmanaged Fast Ethernet switch		
Crystal Reports V9 Professional		\$460.00
128 Bit Encryption Server Certificate		\$500.00
Final Total		\$19,534.00
Redundancy Options		
Cisco Pix 506e Firewall (Cold Spares)		\$958.00
Dell PowerEdge 1750 IIS Server		\$4,916.00
Total		\$5,874.00